

Company Name: ICON STONE & TILE  
Location: Calgary  
Available: Immediately  
Posted: 05/02/2010



## THIS ONE IS FOR YOU!

ICON STONE & TILE [www.iconstonetile.com](http://www.iconstonetile.com) is one of the most efficient stone fabricator and the most innovative design center in Western Canada. ICON provides exquisite product lines (natural stone, tiles, faucets & sinks) to many of Alberta's top interior designers, architects, home builders and contractors. The professionalism and expertise of our employees maintains the company's reputation in stone. We offer an enjoyable work environment. If you are familiar with the building industry and have experience working with renovators, homebuilders and contractors, this one is for you.

### **Sales Representative • Business Development**

#### **RESPONSABILITIES**

- Plan and execute sales
- Manage customer accounts
- Expand the business
- Develop customer relationships
- Support new and ongoing business/program development and sales initiatives to meet agreed upon sales targets
- Developing new customers as well as maintaining a supportive role with existing customers
- Participating in / conducting training seminars on our full product line at customer locations
- Working closely with builders, contractors and cabinet makers to ensure proper use of our products

#### **QUALIFICATIONS**

**The focus of the role is business development.**

- University/College degree in Business or work experience in a related field
- Minimum five (5) years overall business experience (including sales experience) with the ability to prove results
- Highly driven and competitive in nature
- Sales experience in the home building/construction industry is a must
- Sound business judgment
- Strategic thinker
- Extremely strong presentation skills
- Superior persuasive capabilities and negotiating skills
- Proven organizational and follow-up skills with the ability to prioritize
- Outgoing, persistent, strong communicator who can deal with senior executives with confidence
- Team player with high energy and enthusiasm
- Excited about the opportunity to build a successful, long-term business
- Proven ability to analyze and communicate customer needs
- Proactive problem solving skills, relationship building and effective persuasive skills
- Results oriented, resourceful, positive attitude
- Travel within the Calgary region is required. Your own vehicle together with a valid driver's license and a good driving record is essential
- Good understanding of PC-based systems, including MS Office (Word, Excel, PowerPoint)

#### **WHAT'S IN IT FOR YOU?**

- We offer competitive wages based on ability, skills and experience
- Health Benefits Program
- We are committed to encouraging internal development and providing career enrichment opportunities wherever possible

#### **APPLICATION**

Candidates should send their resume, availability, and salary expectations to [sbelanger@iconstonetile.com](mailto:sbelanger@iconstonetile.com) • [www.iconstonetile.com](http://www.iconstonetile.com)  
Come join our team. We're looking for superstars like you.